



Position: Inside Sales Representative:

Leading European manufacturer of fluid measurement and control instrumentation is hiring at its U.S. subsidiary. Take your career to the next level as our business is growing. This is your opportunity to join an exciting entrepreneurial based business.

Job Purpose:

This position will be charged with providing day to day commercial and technical support to customers, direct sales and contracted manufacturer representatives throughout the United States. These activities will provide support to our customers from the planned product specification phase through purchase and final installation of our instrumentation products in a wide variety of industries

We deal with OEMs and end user in many markets, including the Process Industries, Analytical Instrumentation, Life Sciences, Energy, Food & Beverage, Hydrocarbon Research, Metallurgical Surface Treatment and many more.

Key Responsibilities:

- Provide "Pre-Sales" Customer Support: develop an understanding of the application needs to select the appropriate product to satisfy the customer's need.
- Prepare Customer Driven Proposal: utilizing internal business systems, develop and generate technical proposals in accordance with the application's specifications
- Customer Follow Up: Maintain customer contact and pursue existing proposals to assist direct sales staff and manufacturer representatives with closure of customer orders.
- Order Entry: Receive, review and process customer orders via our proposal driven order processing system.
- Provide "Post Sales" Customer Support: Serve as an effective customer interface during the product production, installation and start up cycle.
- Periodic Outside sales in a local geography

Desired Prerequisite:

- Excellent communication skills and proven ability to effectively communicate with a wide variety of customers both external and internal.
- Ability to read, analyze and interpret general business correspondence and technical specifications, processes and procedures.
- A working knowledge of gas, or liquid flow; or vacuum systems, or processes; are highly beneficial.
- Ability to effectively deal with customer issues on both a commercial and technical level.
- Ability to define problems, gather data, establish facts and draw valid conclusions.
- Computer skills should include an excellent working knowledge of Microsoft Office Suite.

Educational Background:

- An Associates or Bachelors degree or equivalent, in a technical discipline, preferably in engineering; physics or chemistry and/or related experience.

SENSORS FOR MASS FLOW AND PRESSURE